

UPELVEL YOUR BUSINESS

How to Get Rid
of Costly Mistakes
with Less Headache
and Make More Profit



YVAN PAQUIN

THE BOOK

DESCRIPTION

The book highlights problems that companies face when trying to cater to a customer's request and they do not readily possess the proper information or data.

In today's business environment, quick and accurate decisions are the key to success and customer satisfaction. Otherwise, your competition will win the trust and the business of your clients.

Customer experience is the cornerstone of mutual success. If customer experience is not excellent, you place your company in jeopardy!

To achieve and maintain a good company reputation is very demanding and can be quickly lost with a few bad decisions. This book provides guidelines on how to avoid making bad decisions. For instance, when working with specialized consultants, you take away the pain, the fatigue, and the guesswork in finding the optimal solution.

LEARN HOW...

One of the pivotal points to achieve and maintain success in your decision-making process is to trust someone else that is more qualified than you to complete a task or achieve a goal. Are you still afraid of trusting and delegating?

By following the recommendations in this book, you will exceed your financial expectations and ensure the continuity of the company's savvy.



THE BOOK

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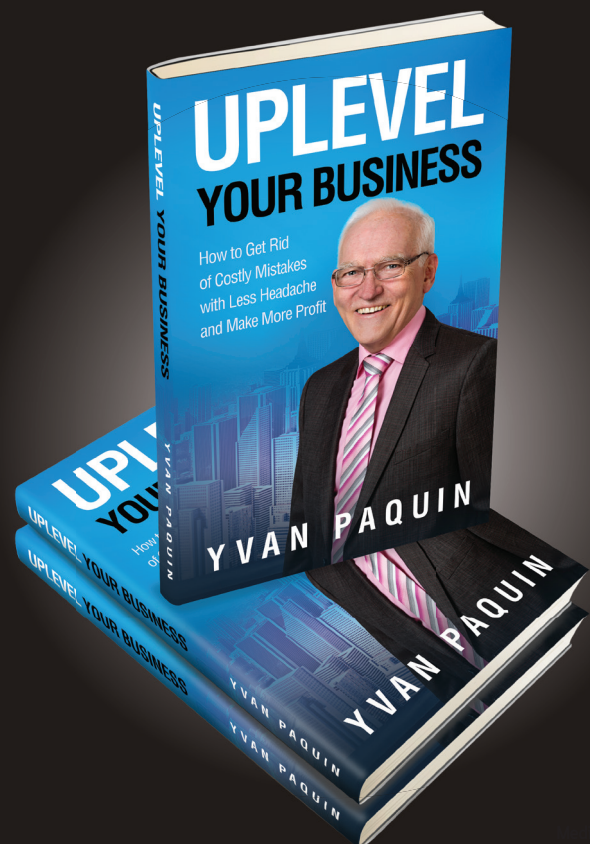
Have you ever considered that by providing an excellent customer experience your customer will naturally want to buy from you? Hence you will no longer have to try to sell your products or services to him.

The strategy of providing an excellent customer experience will create a natural business bond between your customer and your company.

Hence, pricing becomes a secondary factor when deciding to buy.

- By providing added value service, this will result in savings and revenue for your customer and you then become an investment for the customer.
 - Do you truly understand your customer's needs?
 - Do you under or overestimate projects?
 - Poor management decisions can undermine your efforts, ruin your reputation and hurt your bottom line.
- Solutions
 - Discover how to "UPLEVEL Your BUSINESS"
 - "UPLEVEL Your BUSINESS" will help you;
 - Find ways to understand client's real goals
 - Select the proper applications to resolve problems:
 - CRM
 - ERP
 - Accounting
 - Make them work all together
 - IT
 - Etc...

- Ensure the continuity of the company's savvy
- Eliminate data duplication
- Become paperless in a real-time environment
- Enhance your customer experience
- How to integrate "ONE DASHBOARD" systems
- Secure your communications
- Implementation of artificial intelligence.
- Remote management gives you a competitive edge over your competition
- Today's way of managing is a thing of the past. Take part in the futuristic approach of running your business.



THE AUTHOR

Yvan Paquin has been a coach throughout his life and has helped his friends and relatives to move out of their comfort zones. He enjoys a reputation of being a good mentor and is often called upon as a reference in his field of work in order to get a neutral opinion to solve a problem. Being a good listener, he can bring people together and get them to change their paradigm that will lead to the optimal solution. M. Paquin works as a catalyst by bringing the people to find the solution that is hidden within themselves.

When he was a hockey coach, he inherited a group of young players that were considered by the other coaches as losers. He then surrounded himself with good trainers and transmitted to the players the passion for playing hockey and the importance of teamwork. It took some time for the youngsters to comprehend these values and the first half of the season ended with a streak of losses. The second half of the season started with some wins and we could feel the pride and confidence settling in the players. By the end of the season, the team was unbeatable, and they won the hockey playoffs and the cup.

Mr. Paquin has always focused on the strengths of the individual person and applies the same philosophy in his business life as he did with his hockey players. He clearly identifies with his employees the goal that needs to be achieved. Then he provides them with the proper training and shares with them as much of his personal knowledge as possible. His team becomes so efficient

that it is able to deliver 2 or 3 jobs while the competition does only one.

The inventor of an electronic board using FPGA's from Xilinx to solve problems that no other system integrator is willing to do, which is to integrate 2 different systems. He is able to coordinate hardware and software development. He produced boards without any prototypes. With the proper set of parameters, the board performs as specified for many different applications and can interface with 3rd party hardware and software.

As an Argentine Tango teacher, he has developed a unique technique to help his students properly execute the Tango steps. Every time that his students learn these techniques, they are amazed by how easy they can do the Tango steps.

As a consultant, he can integrate, and custom develops project applications.

He has been in the electronics industry for more than 40 years in the following industry sectors: mainframes, industrial, microprocessors, medical, robotics, security and he became a security consultant. He is known to deliver on time as per customer's specifications and within budget. He can quickly comprehend a customer's problem and find a simple and optimal solution. M. Paquin is a certified trainer from the "Commission des partenaires du marché du travail, Québec" for the following fields: "Electronics" and "Administration & Commerce".

BOOK INFO

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